

# MANUFACTURING EXTENSION PARTNERSHIP

## Success Stories from the Field

### Northern Grain Equipment

#### North Dakota Manufacturing Extension Partnership

#### Ethanol Fueling Growth at Northern Grain Equipment

**Client Profile:**

Northern Grain Equipment, LLC (NGE), is a complete grain handling solutions provider, from design and construction to dryer systems, bins, augers, legs and catwalks. Customers include large farms and commercial projects such as entire elevator systems. Founded in 1970, the company currently employs 50 people at its facility in West Fargo, North Dakota.

**Situation:**

Sales growth at NGE advanced the need for working capital, planned building expansion and manufacturing process improvements. The company contacted the North Dakota Manufacturing Extension Partnership (Dakota MEP), a NIST MEP network affiliate, for help.

**Solution:**

Dakota MEP assisted with financial projections, loan program identification, working capital needs assessment and Lean manufacturing/process improvement. As a result of services offered by Dakota MEP, NGE can now provide products and services to their customers with improved quality, shorter lead times and better efficiency. Additionally, the company has expanded from a 7,200 square foot building to a 18,500 square foot facility and added personnel from three to 50 employees. With the growth, they have updated their computer system and are developing new product lines for agricultural customers. With the expansion into the new facility as well as merging into the overseas market, NGE is looking at creating 30 new jobs and reaching sales of over \$50 million.

**Results:**

- \* Increased sales from \$500,000 to \$10 million.
- \* Created 37 new jobs.

**Testimonial:**

"To be able to offer a customer a turnkey grain handling system with more efficiency and professionalism in an industry that has insufficient drying capabilities as well as inadequate storage facilities is an invaluable benefit in today's agricultural environment."

Steve Haman, Business Development